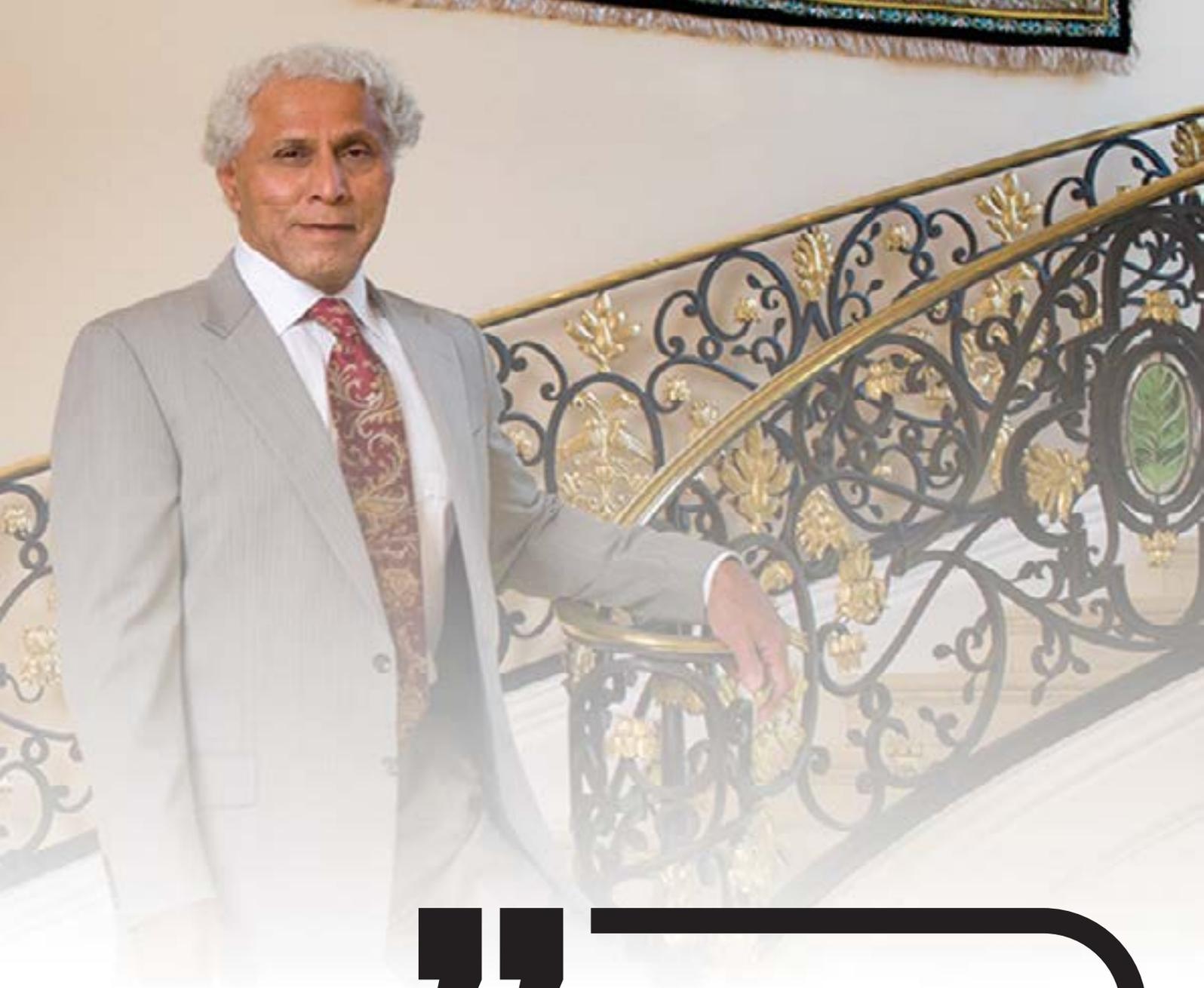




CHANGING LIVES 2018



“ True generosity is about changing the lives of others. I chose to create a Foundation focused on accelerating job creation.

– Dr. Romesh Wadhvani

”

FOREWORD

The leading aspiration of any individual and its Government is good jobs leading to family supporting wages for all. Wadhvani Foundation's (WF) mission is to create and fulfill such high-value jobs, at scale, globally. Founded in 2000 by Silicon Valley entrepreneur, Dr. Romesh Wadhvani, today the Foundation is scaling impact across 20 countries. While our programs directly impacts job creation and fulfilment, by building systemic capacity through our network partners and providing open-source technology solutions, we enable a platform of lifelong support for the ecosystem which in turn multiplies the impact.

As with any non-profit, Impact is the currency for returns to our philanthropy. Even so, I'd like to think Wadhvani Foundation drives a beneficiary focused culture to the next level. As offerings are designed to track beneficiary engagement on a continuous basis, corrective actions are taken real-time to improve impact. Video-capturing and disseminating our stakeholder inputs organization-wide creates a direct connect with our end-users and enables continuous learning from the field that shapes our strategy and future offerings.

I am pleased to present this report Changing Lives, which gives a glimpse of how we have made a difference last year in various geographies and programs: 1. Global Footprint: We operate in over 20 countries across Asia, Africa and Latin America 2. Holistic Impact: Tracked in terms of quality jobs created and fulfilled at individual beneficiary level 3. Wadhvani Advantage: Accelerates job growth in often neglected small businesses (SMEs) 4. Wadhvani Entrepreneur: Venture Fastrack (WVF) accelerates startup companies and Entrepreneur College seeds entrepreneurial mindsets in college students 5. Wadhvani Opportunity: Trains, places and supports job-seekers into family sustaining careers.

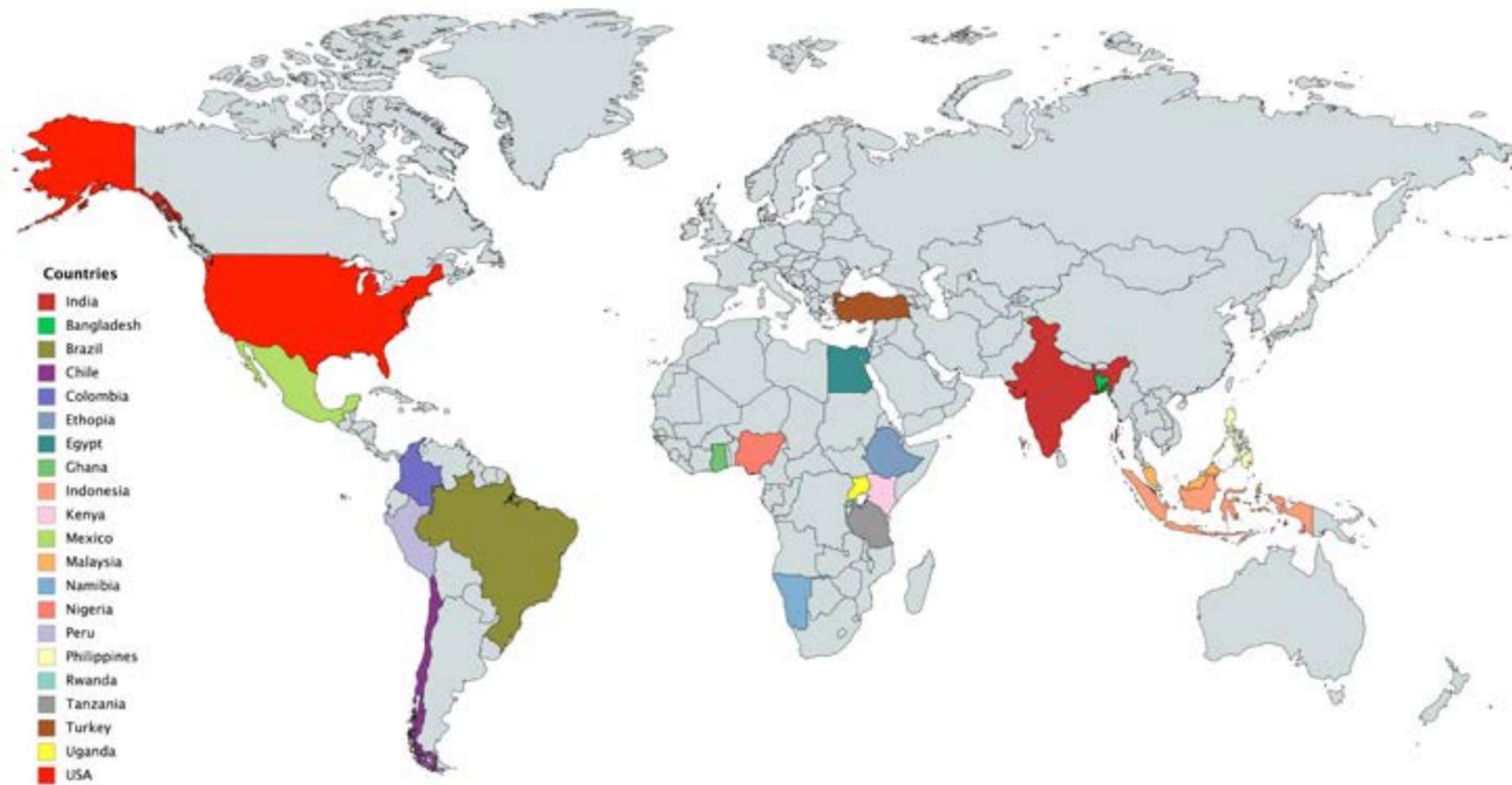
While these results are encouraging, it is humbling to see that this is still just the tip of the iceberg in terms of the vast needs that remain to be addressed. We hope that working with our partners and building systemic capacity over the coming years, Wadhvani Foundation will help emerging economies in their quest for "high quality jobs for all".

Dr. Ajay Kela
President and CEO
Wadhvani Foundation



GLOBAL FOOTPRINT 2018 PROGRAMS AND PROGRESS

Wadhvani Foundation rolled out our new and flagship programs across 20 countries in Asia (including India), Africa and Latin America.



GLOBAL

Entrepreneurship Colleges

- 28,000 students enrolled
- 575 faculty trained
- 275+ Institutes

Opportunity

- 2,100 Vocational Students Enrolled
- 11,000 School Students Enrolled
- 155 Faculty Trained
- 150+ Institutes

Advantage + Venture Fastrack

- 78 Companies
- 1175 Jobs Created (25% growth)

SOUTH-EAST ASIA

Entrepreneurship Colleges

- 6,000 Students Enrolled
- 45 Faculty
- 30 Institutes

Opportunity

- 65 Students Enrolled
- 10 Faculty
- 10 Institutes

AFRICA

Entrepreneurship Colleges

- 3,600+ Students Enrolled
- 90 Faculty
- 25 Institutes

Opportunity

- 400 Students Enrolled
- 70+ Faculty
- 20 Institutes

INDIA

Entrepreneurship Colleges

- 15,000 Students Enrolled
- 350+ Faculty
- 175 Institutes

Opportunity

- 1,700 Students Enrolled
- 11,000 School Students Enrolled
- 75 VTP & 245 School Faculty
- 125 Institutes

Advantage + Venture Fastrack

- 60+ Companies
- 1,075 Jobs Created (25% growth)

LATIN AMERICA

Entrepreneurship Colleges

- 3,600 Students Enrolled
- 90+ Faculty
- 60 Institutes

Advantage + Venture Fastrack

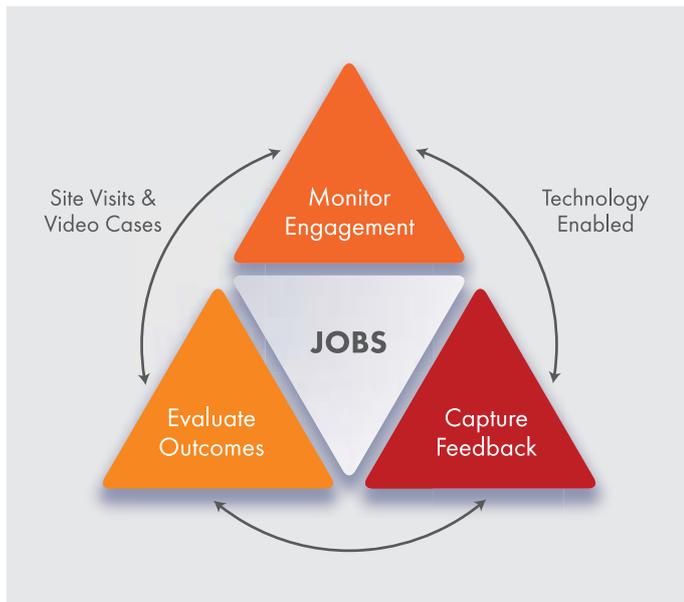
- 17 Companies
- 100 Jobs Created (30% growth)

IMPACT MEASUREMENT APPROACH

Who we Impact

Wadhvani Foundation's ultimate goal is aspirational jobs. All our programs are hence measured by the family-supporting jobs they facilitate. Our beneficiaries are:

1. Entrepreneurs in Small and Medium Enterprises (SMEs) or startups supported by our accelerators
2. College students, whose entrepreneurial mindsets are developed for better jobs or entrepreneurship
3. Vocational or mainstream school students who seek better jobs, otherwise unattainable

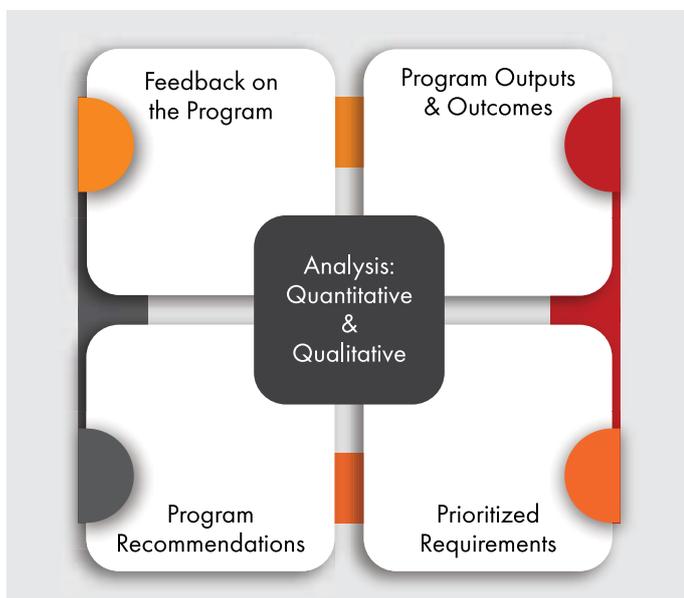


How we measure

We track our programs holistically to understand that we are doing the right things (Evaluation) and, executing things right (Monitoring). This includes:

- Technology Enabled: We integrate activity capture as well as beneficiary feedback into our platform
- On-ground Assessment: To validate actual outcomes, we visit interventions (classrooms, ventures, workplaces, etc.) and create video cases of a wide cross-section of our beneficiaries
- Integrated into Programs: The assessment and feedback is integrated into our methodology

A separate Impact Measurement team drives the evaluation and we use external agencies for select appraisals to get independent validation.



Using Impact Analysis & Learnings

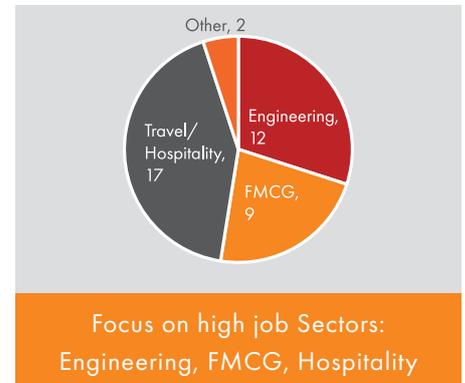
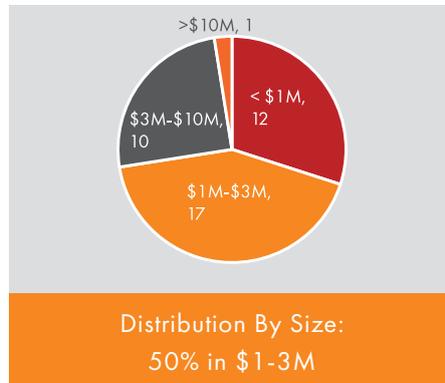
Learnings from the quantitative and qualitative analysis are extensively used within Wadhvani Foundation:

- At a strategic management level to direct our programs to be even more effective
- At an operational level to address specific beneficiary issues/prioritize requirements with relevant teams
- Across the organization, this data and the "voice of customer" videos reach every WF team member to drive an outcomes focused culture throughout

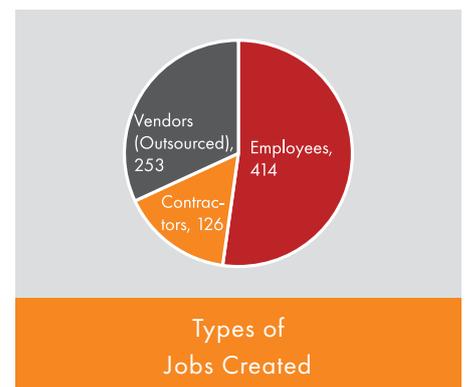
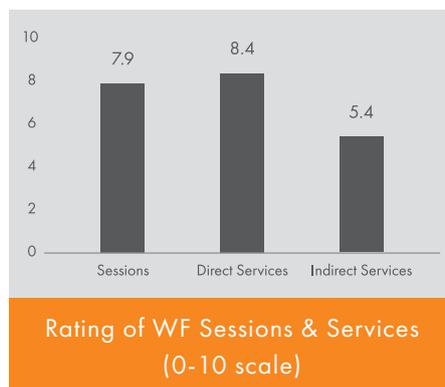
WADHWANI ADVANTAGE

Wadhvani Advantage program supports small businesses up to \$50M in revenue and in high-value job creating sectors through a structured program to scale their business. It provides access to our network of advisors, customers and funders and enables tailor-made solutions through discovery, transformation and ongoing support to chart a hypergrowth path of 2x to 10x revenue growth and concomitant employment increases.

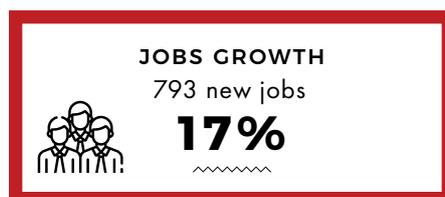
PROFILE OF COHORT MEMBERS (INDIA + CHILE)



FEEDBACK ON WF OFFERINGS



OUTCOMES: REVENUE & JOBS GROWTH



Fathima and HY Mulla, NHP Power Systems, Pune, India



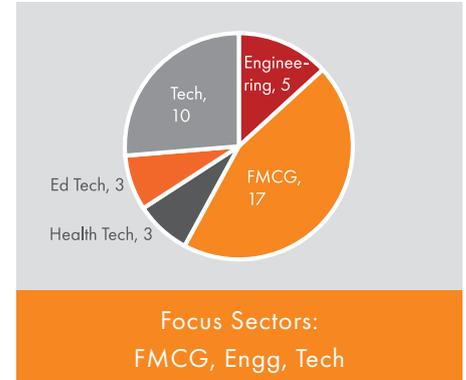
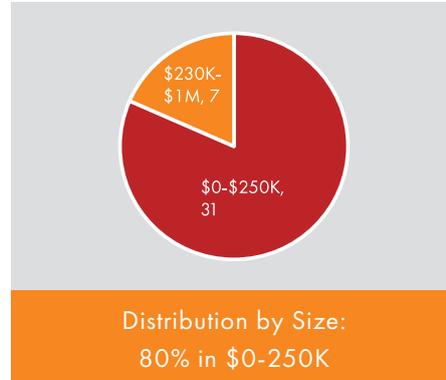
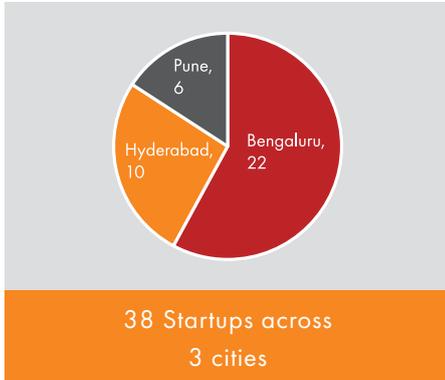
Mullas are first generation entrepreneurs who started NHP Power Systems, manufacturer of backup industrial power systems in 1980. With revenues of 20 crores (~\$3 Million), they have been stable, but are looking for growth and efficiency.

From having a primarily technical focus, they feel the program has helped them focus on the Business/Sales and Marketing side. Concepts like Business Canvas and costing/pricing were very useful. Interaction with other cohort members and cross-pollination of ideas and feedback was an added benefit of the program. Genie platform is a great service to continuously get access to experts and resources on an on-demand basis. They have been operationalizing the things they discovered during the program and look forward to continued interaction with the Advantage Ecosystem.

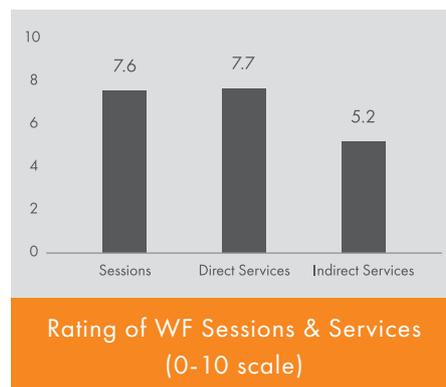
WADHWANI ENTREPRENEUR: VENTURE FASTTRACK

Wadhvani Venture Fastrack is a structured program offering a step-by-step playbook and enabling platform to fast-track and scale startup success. It partners with local accelerators, new and practicing incubators, co-working spaces, mentors and ecosystem thought leaders for superior outcomes of their portfolio companies. It does this by developing strong city-based entrepreneurial ecosystems and leveraging technology to deliver a combination of structured content and curated connects.

PROFILE OF COHORT MEMBERS



FEEDBACK ON WF OFFERINGS



OUTCOMES: REVENUE & JOBS GROWTH



Dr. Ramnath Babu & Dr. Santhosh, RoboCSI, Bengaluru, India



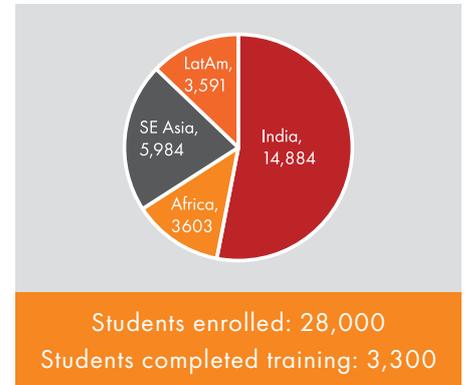
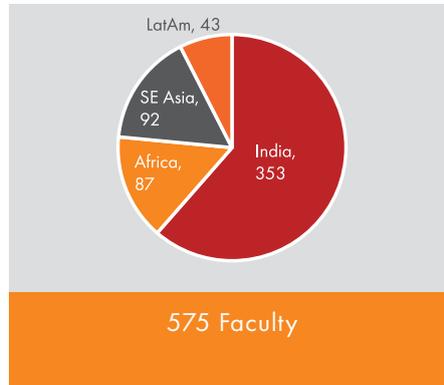
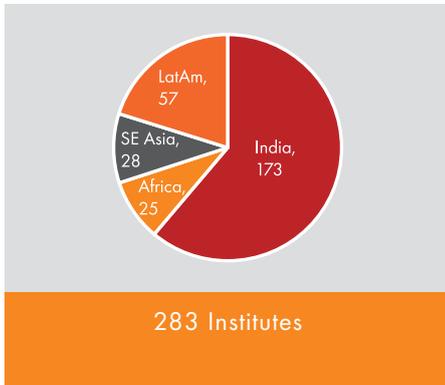
Dr. Ramnath and his co-founder, Dr. Santosh have an Engineering background and are first generation entrepreneurs and PhDs from the Indian Institute of Science. RoboCSI is a pioneering, made in India device that helps couples bear a child in the explosively growing infertility industry.

They like the holistic approach of the program and the sessions from various experts. They particularly liked the HR and team building sessions and the Lean Startup session by Ash Maurya. They received not just tips, but understood why they needed to do things in a particular way which helped them pivot their strategy. They connected with advisors like the legal consultant and have regular follow-ups with WF Anchor Mentor. They learnt how to powerfully close prospective customers by making instant `dashboards` which has helped them grow.

WADHWANI ENTREPRENEUR: COLLEGE PROGRAM

Wadhvani Entrepreneur College (WEC) program enhances “entrepreneurial mindset” in college students, who arguably are the most fertile ground for seeding such attitudes and abilities for life. It does that through a holistic mix of curricular and extra-curricular activities. It builds capacity through providing Entrepreneurship eCourse content, Faculty training, Startup Club activities, structured Practice Ventures, student leader training, competitions, network of resources, etc. WEC had about 28,000 active students enrolled in its courses, out of which about 3300 students have completed their courses.

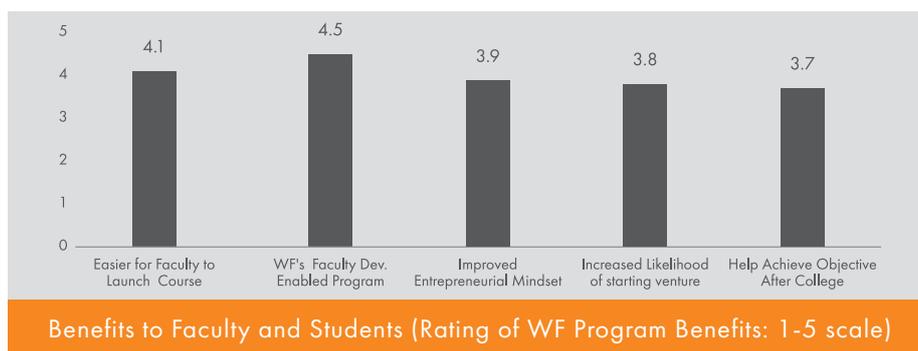
GLOBAL REACH ACROSS 20 COUNTRIES



FEEDBACK ON WF OFFERINGS



BENEFITS TO STUDENTS AND FACULTY



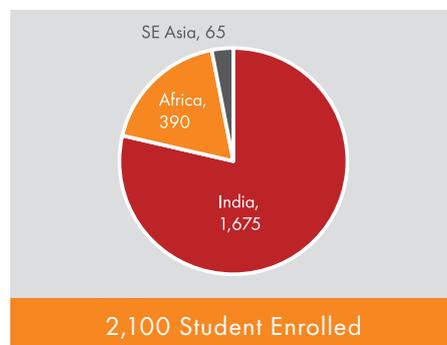
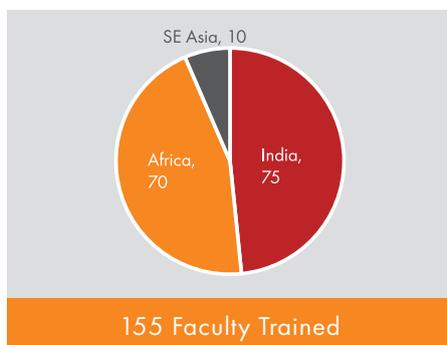
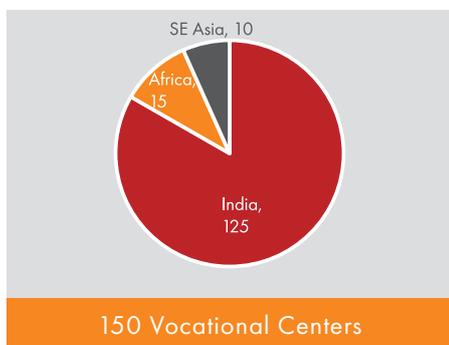
Nikhil Gunda, Student, India, Founder “Digitl”

Nikhil Gunda is studying in final year at Anurag Group of Institutions, Hyderabad. He has been a part of the WEC program for the last three years. He started a coffee shop with help of WEC E-Cell (when he was in second year at college). He sold it to the college at thrice his investment. His current venture, *Digitl*, uses Artificial Intelligence to help restaurants personalize (e.g. pre-order) their customers food ordering and improve their back end processes to reduce wastage and improve customer experience. He also developed a prototype with a custom feature to pre order food.

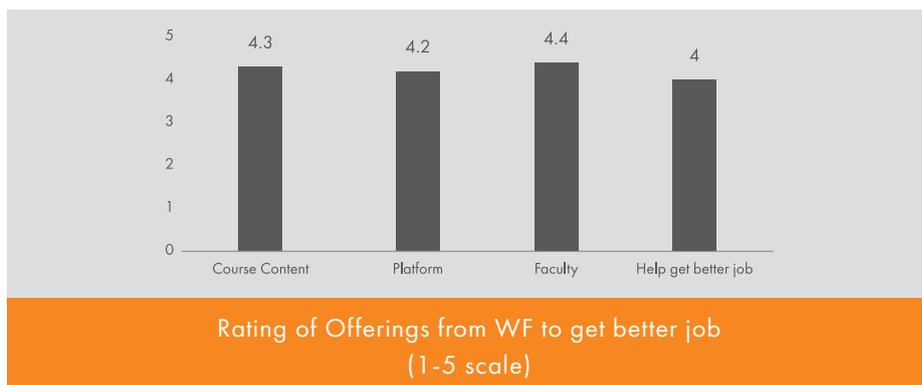
WADHWANI OPPORTUNITY

Wadhvani Opportunity (WO) program empowers students to acquire aspirational entry-level jobs by improving training and access to quality resources/network. It powers partners' vocational programs through digital content covering vocational as well as 21st century employability skills as well as support every step of their journey from job seekers to career growth into jobs with family sustaining wages. WO has 2,100 students enrolled, with about 500 trained in its Vocational Training Partner programs and is rolling out to thousands of school students in India as part of the vocational integrated curriculum.

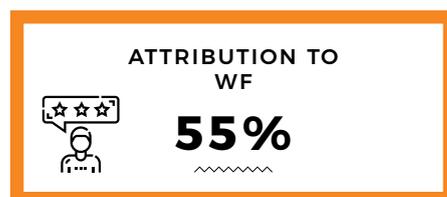
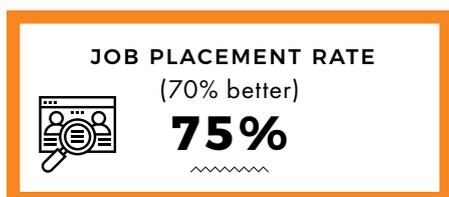
GLOBAL REACH



FEEDBACK ON WF OFFERINGS



OUTCOMES FOR BETTER JOBS FROM PILOTS COMPLETED



Divya, Muthoot Training, Data Entry Operator



Divya is a high school graduate from Faridabad, Haryana. She trained in an IT Assistant program at Muthoot Finance Training Centre in Palwal, Haryana. While she learnt basic IT skills, she says she was timid and shy – especially in group or professional settings.

After she underwent Employability lessons (which was an add-on to the domain training she was receiving), she opened up and practiced communicating in English. Her confidence improved and it helped her in preparing and doing well in interviewing for jobs. She got a job in Palwal Court as a Data Entry Operator at a salary of Rs. 14,500 (or \$210) per month. What's more, she says the Wadhvani Foundation course has made her confident in performing her job as she is able to communicate effectively and work better in a team.

VOICES OF OUR STAKEHOLDERS



SANDEEP PARVATIKAR

Founder, Unnati CNC
(Wadhvani Advantage)

The Wadhvani program made me think in a different line. I used to think like a manufacturer; this has made me an entrepreneur.



VARUN GUPTA

Founder, Pronature Organic
(Wadhvani Advantage)

The Mentors were very knowledgeable and helpful. I really benefitted from the group sessions – learnt from listening to how they solved problems similar to mine as well as benefitted from their feedback for my issues.



RITIKA DUTTA

Shri Shikshayatan College, India
(Wadhvani Entrepreneur College)

I love the Practicum. I have a notebook where I write down everything I learn from Practicum and apply it to my venture.



NIKHIL GUNDA

Anurag Institutions, India
(Wadhvani Entrepreneur College)

WEC helped a lot in the initial year of my business. The exposure from the program helped me mature as an entrepreneur.



SIDDHANTH SHETTY

Akamai Technologies, India
(Wadhvani Entrepreneur College)

Thanks to what I learnt in the WEC programs and college E-Cells, I have become an intrapreneur within Akamai. I was part of the team that started the "Wizards" program for internal innovation which is now globally rolled out in Akamai.



SUVARNA SATAV

Manager, Reliance Fresh
(Employer)

Students learn faster and need less support. They work with ownership in teams and can become managers in just 2 years!

Acknowledgement

We gratefully recognize that our programs run almost always in conjunction with our various partners—National education and training bodies, institutions and colleges, industry associations, volunteer advisors and professionals, banks and institutional investors and other various other entities. This ecosystem is what enables us to achieve our job creation mission.



LIFE IS ABOUT MAKING AN IMPACT

CONTACT US



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